

IMPORTERS' QUESTIONNAIRE
CERTAIN CERAMIC STATION POST INSULATORS FROM JAPAN

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than JANUARY 15, 2002

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning certain ceramic station post insulators from Japan (inv. No. 731-TA-1023 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm imported **CERTAIN CERAMIC STATION POST INSULATORS** (as defined in the instruction booklet) from any country at any time since January 1, 1999?

- ☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
☐ **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Signature of Authorized Official

Date

() _____
Phone

() _____
Fax

PART I. GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain ceramic station post insulators from Japan into the United States or which are engaged in exporting certain ceramic station post insulators from Japan to the United States?

☐ No ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I. GENERAL QUESTIONS—Continued

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain ceramic station post insulators?

☐ No ☐ Yes—List the following information.

Firm name

Address

Affiliation

- I-6. Please indicate the nature of your firm's importing operations on certain ceramic station post insulators. More than one answer may be applicable.

☐ Importer of record ☐ Takes title to the imported product(s)
☐ Consignee of the imported product(s) ☐ Customs broker or freight forwarder

- I-7. If your firm is an importer of record of certain ceramic station post insulators but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

- I-8. Please indicate whether your firm enters certain ceramic station post insulators into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes
 Bonded warehouses ☐ No ☐ Yes

- I-9. Please indicate whether your firm imports certain ceramic station post insulators under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

- I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

☐ No ☐ Yes—Please specify. _____

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Fred Fischer (202-205-3179 or ffischer@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No. E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of certain ceramic station post insulators since January 1, 1999?

☐ No ☐ Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of certain ceramic station post insulators from Japan for delivery after September 30, 2002?

☐ No ☐ Yes—Indicate when such orders are to be delivered and the quantities involved.

II-4. If your firm also produces certain ceramic station post insulators in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS FROM JAPAN.**—Report your firm's imports and your firm's shipments and inventories of certain ceramic station post insulators imported by your firm from Japan during the specified periods. (See definitions in the instruction booklet.)

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-September	
	1999	2000	2001	2001	2002
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
IMPORTS:¹					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
EXPORT SHIPMENTS:³					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES⁴ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)					
¹ Please identify the foreign producers, if known: _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001 below: _____					
³ Identify your principal export markets: _____					
⁴ <u>Reconciliation of data.</u> —Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____					

PART II.—TRADE AND RELATED INFORMATION—Continued

II-6. **IMPORTS FROM SOURCES OTHER THAN JAPAN.**—Report your firm's imports and your firm's shipments and inventories of certain ceramic station post insulators imported by your firm from all sources (combined) other than Japan. (See definitions in the instruction booklet.)

Identify Countries: _____

<i>(Quantity in units, value in \$1,000)</i>					
Item	Calendar years			January-September	
	1999	2000	2001	2001	2002
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)					
IMPORTS: ¹					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ² of internal consumption/transfers					
EXPORT SHIPMENTS: ³					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)					
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)					
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)					
¹ Please identify the foreign producers, if known: _____					
² Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001 below: _____					
³ Identify your principal export markets: _____					
⁴ <u>Reconciliation of data.</u> —Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____					

PART II.--TRADE AND RELATED INFORMATION--Continued

II-7. **SHIPMENTS BY CHANNELS OF DISTRIBUTION AND BY TYPES.**--Report the quantity, value, and unit value of your firm's U.S. shipments of certain ceramic station post insulators by customer type for the periods specified.

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-September	
	1999	2000	2001	2001	2002
ELECTRIC UTILITIES:					
Quantity:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
Value:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
Unit value:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
PACKAGERS AND DISTRIBUTORS:					
Quantity:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
Value:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
Unit value:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					

Table continued.

PART II.--TRADE AND RELATED INFORMATION--Continued**II-7. SHIPMENTS BY CHANNELS OF DISTRIBUTION AND BY TYPES.--Continued**

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-September	
	1999	2000	2001	2001	2002
ORIGINAL EQUIPMENT MANUFACTURERS:					
Quantity:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
Value:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
Unit value:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
TOTAL:					
Quantity:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
Value:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					
Unit value:					
Voltage between 70-114 kV					
Voltage between 115- 242 kV					
Voltage of 243 kV and above					
Subtotal					

PART II.--TRADE AND RELATED INFORMATION--Continued

II-8. In making its determination on the “domestic like product” in this and other antidumping investigations, the Commission generally considers a number of factors, including (1) physical characteristics and uses; (2) interchangeability; (3) channels of distribution; (4) customer and producer perceptions of the products; (5) common manufacturing facilities, production processes, and production employees; and, where appropriate, (6) price. If you have firsthand knowledge concerning the similarities and/or differences between **medium voltage** (at or lower than 69 kilovolts (“kV”)), and **high and extra-high voltage** (greater than 69 kV) ceramic station post insulators, in terms of the six factors listed above, please report below your views concerning such similarities and or differences.

Physical characteristics and uses: _____

Interchangeability: _____

Channels of distribution: _____

Customer and producer perceptions of the products: _____

Common manufacturing facilities, production processes, and production employees: _____

Price: _____

PART III.—PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Craig Thomsen (202-205-3226 or cthomsen@usitc.gov).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

Section III-A.—PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, net of all returns, refunds, discounts, adjustments, credits, and agent commissions, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from Japan during January 1999-September 2002:

Product 1.—Porcelain station post insulators of 138 kV service class, 650 kV Basic Impulse Insulation Level (BIL), 2200 lb. cantilever strength

Product 2.—Porcelain station post insulators of 230 kV service class, 900 kV BIL, 2750 lb. cantilever strength

Product 3.—Porcelain station post insulators of 500 kV service class, 1800 kV BIL, 2500 lb. cantilever strength

PART III. PRICING AND RELATED INFORMATION—Continued**Section III-A. PRICE DATA—Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products imported from Japan and sold by your firm.

Product 1 ☐ Product 2 ☐ Product 3 ☐

(Quantity in units, value in dollars)		
Period of shipment	Quantity	Value ²
1999:		
January-March		
April-June		
July-September		
October-December		
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
² F.o.b. your U.S. point of shipment.		

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS

- III-B-1. Please describe how your firm determines the prices that it charges for sales of certain ceramic station post insulators (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

- III-B-3. What are your firm's typical sales terms for certain ceramic station post insulators imported from Japan (e.g., 2/10 net 30 days)? _____. On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

- III-B-4. Approximately what percentage of your firm's sales of certain ceramic station post insulators imported from Japan are on a contract (____ percent) vs. spot sales (____ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ____ percent

- III-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain ceramic station post insulators? _____

- III-B-6. What is the approximate percentage of the total delivered cost of certain ceramic station post insulators that is accounted for by transportation costs? ____ percent. Who generally arranges the transportation to your customers' locations? Your firm ____ or purchaser ____ (check one). What proportion of your sales occur within 100 miles of your storage facility or the port of entry? ____ percent. 101 to 1,000 miles? ____ percent. Over 1,000 miles? ____ percent.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-7. Please report the share of your domestic sales of certain ceramic station post insulators from Japan that were made to the following customer types in 2001.

Electric utilities	_____ %	
Equipment packagers	_____ %	
Original equipment manufacturers	_____ %	
Other	_____ %	Describe: _____
Total	_____ %	

III-B-8. What share of your domestic sales of certain ceramic station post insulators from Japan were sold through independent commission agents in 2001? _____ %. If the share sold through independent commission agents differed by type of customer, please explain.

III-B-9. What is the geographic market area in the United States served by your firm's imports of certain ceramic station post insulators from Japan?

III-B-10. What other products may be substitutes for certain ceramic station post insulators?

III-B-11. Describe the end uses of the certain ceramic station post insulators that you import from Japan. For each end use product, what percentage of the total cost is accounted for by certain ceramic station post insulators?

III-B-12. How has the demand within the United States (and outside the United States if known) for certain ceramic station post insulators changed since January 1, 1999? What were the principal factors affecting changes in demand?

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-13. Have there been any significant changes in the product range or marketing of certain ceramic station post insulators in the past five years?

☐ No

☐ Yes—Please describe.

III-B-14. Does your firm sell certain ceramic station post insulators over the internet?

Individual sales:

☐ No

☐ Yes—Please describe, noting the estimated percentage of your firm's total sales of certain ceramic station post insulators in 2001 accounted for by individual internet sales.

Internet auctions:

☐ No

☐ Yes—Please describe, noting the estimated percentage of your firm's total sales of certain ceramic station post insulators in 2001 accounted for by internet auctions. Please describe the auction process.

III-B-15. Have internet sales and auctions had a significant impact on the sales or marketing of certain ceramic station post insulators in the United States since January 1999?

☐ No impact

☐ Yes—Please describe the effects.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-16. Are the U.S.-produced and imported certain ceramic station post insulators from Japan used interchangeably (i.e., can they physically be used in the same applications)?

☐ Yes ☐ No—Please explain.

III-B-17. Are the U.S.-produced and NONSUBJECT imported certain ceramic station post insulators (i.e., product imported from countries/firms not subject to this investigation) generally used interchangeably?

☐ Yes ☐ No—Please explain, by country.

III-B-18. Are NONSUBJECT imported certain ceramic station post insulators and imported certain ceramic station post insulators from Japan used interchangeably?

☐ Yes ☐ No—Please explain, by country.

III-B-19. Are there any differences in product characteristics or sales conditions between U.S.-produced certain ceramic station post insulators and certain ceramic station post insulators imported from Japan that are a significant factor in your firm's sales of certain ceramic station post insulators?

☐ No ☐ Yes—Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., quality, availability, transportation network, product range, technical support, etc.).

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-20. Are there any differences in product characteristics or sales conditions between U.S.-produced certain ceramic station post insulators and NONSUBJECT imported certain ceramic station post insulators that are a significant factor in your firm's sales of certain ceramic station post insulators?

☐ No

☐ Yes—Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product, by country of origin.

III-B-21. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported certain ceramic station post insulators and imported certain ceramic station post insulators from Japan that are a significant factor in your firm's sales of certain ceramic station post insulators?

☐ No

☐ Yes—Please describe, by country, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the imported product from Japan.

IV-B-22. Is the demand for high voltage ceramic station post insulators in the U.S. market cyclical?

☐ No

☐ Yes--If so, please discuss the causes of the cycles, and the length of the cycles. Have these cycles affected your imports of the subject merchandise? If so, please describe how it has affected them.

PART III. PRICING AND RELATED INFORMATION—Continued**Section III-C. CUSTOMER IDENTIFICATION**

III.C.1. Please identify below the names and addresses of your firm's 5 largest electric utility customers for certain ceramic station post insulators during 1999-2001. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain ceramic station post insulators that each of these customers accounted for in 2001.

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of total 2001 sales (%)
Electric Utilities					
1					
2					
3					
4					
5					

PART III.--PRICING AND RELATED INFORMATION--Continued**Section III-C.--CUSTOMER IDENTIFICATION--Continued**

III.C.2. Please identify below the names and addresses of your firm's 5 largest packagers or distributors customers for certain ceramic station post insulators during 1999-2001. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of Certain ceramic station post insulators that each of these customers accounted for in 2001.

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of total 2001 sales (%)
Packagers or Distributors					
1					
2					
3					
4					
5					

PART III.--PRICING AND RELATED INFORMATION--Continued**Section III-C.--CUSTOMER IDENTIFICATION--Continued**

III.C.3. Please identify below the names and addresses of your firm's 5 largest original equipment manufacturer (OEM) customers for certain ceramic station post insulators during 1999-2001. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of Certain ceramic station post insulators that each of these customers accounted for in 2001.

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of total 2001 sales (%)
Original Equipment Manufacturers (OEMs)					
1					
2					
3					
4					
5					